



EMPLOYMENT FACT SHEET

FLEET SALES SPECIALIST

DEPARTMENT: Fleet Solutions Department

- ▶ **Excellent Remuneration package!**
- ▶ **Career Opportunity you've been waiting for!**
- ▶ **Sales Experience NOT essential!**
- ▶ **Ongoing Training & Development**
- ▶ **Company Car and Fuel Card**
- ▶ **Toyota, Mazda & Hyundai vehicles**

JOB DESCRIPTION

Working with the Toyota, Mazda & Hyundai brands, you will provide efficient, cost effective solutions to our regions strong business market. You will be responsible for maximising vehicle sales opportunities from new & existing customers in the region, from a variety of industries, while building strong relationships to leverage future purchases.

Our fleet sales specialists work in a friendly & driven team with management that recognises initiative and rewards those willing to go the extra mile for their customers. This is the perfect opportunity for a motivated, 'self-starter' to further their career & earning potential with a large multi-franchise company



DUTIES INCLUDE (but are not limited to):

- Identifying needs/objectives of fleet business customers & working to provide a vehicle solution to meet their needs
- Working with colleagues and external suppliers to ensure vehicles are delivered on time & with the correct accessory fitments.
- Aiming to meet/exceed individual & team sales/revenue targets
- Administration of vehicle paperwork
- Providing excellent customer service & initiating follow ups.

SKILLS & QUALIFICATIONS REQUIRED:

- Exceptional interpersonal & communication skills
- An ability to liaise with all levels of management (internally & externally)
- Able to profile customers
- Good Administrative skills & computer literacy
- Highly motivated with a desire to achieve results

ENQUIRIES TO:

- Darryl McClure - darryl.mcclure@autocorner.com.au

Why Autocorner?

- ▶ **Active Social Club** ▶ **Internal Promotions**
- ▶ **Community Giving Programs**
- ▶ **Enjoy the Tropical Lifestyle of Mackay**
- ▶ **Fishing** ▶ **Beaches** ▶ **Fabulous Weather!**

Autocorner is one of the largest provincial automotive dealerships in Australia, employing over 240 people and selling over 4000 cars per annum!

Autocorner is a multi-franchise dealership with 3 of the top 5 automotive brands – Toyota, Mazda and Hyundai, as well as the largest regional used car department in Australia - Used Car Hypermarket and off-site companies: Trade In Disposal Centre Used Cars & Opposite Lock 4X4 Accessories.

Located in Mackay (North QLD), the gateway to the fabulous Whitsundays and the base for the thriving Bowen Basin Coal Fields, Autocorner is an employer of choice in the region, with all employees enjoying ongoing training & advancement opportunities and a positive and vibrant work environment.

Our company loves nothing more than to promote internally, and we like to think we offer not just a job - but a potential career path for the right individual.